@P COX__PAU
From: Campbell, Judy
Edited: 6/25/98 14:10
Subject: SALEM SLIDE BOX PROMOTION #800998

Hi Paul,

I'm trying a test run to see if we can communicate via E-Mail! Sharon also has copies of the attached if it does not transmit properly, she will provide.

Any questions, let me know.
Thanks,
Judy Campbell / (716) 634-4179

51861 1973

Source: https://www.industrydocuments.ucsf.edu/docs/zgcn0000

**RJ REYNOLDS**
TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR
8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

JUNE, 98

## SALEM SLIDE BOX B1G1F / #800998

| | |
|---|---|
| TO: | RJR ACCOUNT #: #375878 |
| | MR. P. COX<br>McLANE NE |
| FAX #: | (315) 638-7394 |

| | |
|---|---|
| CC: | S. SCHAWLM |
| CC: | R. DONAHUE |
| | |

PARTNERS PROMOTION REPORTING: SAL_JUL_B1G1F_NY (MINIMUM 16 CHARACTERS)

IF YOU REQUIRE TECHNICAL ASSISTANCE RELATIVE TO THE FORMAT REQUIRED USING THESE PROMOTION / BRAND DESCRIPTIONS ON YOUR WEEKLY TAPE / DISC SUBMISSIONS, CONTACT THE PARTNERS HELP DESK @ 1-800-230-9732.

| UPC CODE 12300- | CASE SIZE | STATE USE | BRAND STYLE | NUMBER OF CASES | #/CARTONS TO PACK @ DISPLAY | #/SKUS DISPLAYS / PREMIUMS |
|---|---|---|---|---|---|---|
| 17526 | 6M | NY | SALEM SLIDE BOX | 8 | 2 | 120 |
| 17626 | 6M | NY | SALEM LT SLIDE BX | 8 | 2 | |

### PRODUCT DETAIL

| | DESCRIPTION |
|---|---|
| 7/15/98 | PRODUCT ARRIVAL DATE |
| 7/27/98 | RETAIL DISTRIBUTION DATE (WEEK OF) |
| ER3691-01 | P.O. NUMBER (PRODUCT) |
| $1,828.84 | EFT $ AMOUNT |
| 2 (Two) | RETAIL BILLING PER DISPLAY |
| 116 | NO. OF DISPLAYS ON CUSTOMER LIST |
| $78.40 | PACKING PAYMENT ($4.90 X 16 (6M) PROMOTED CASES) |

### DISPLAYS / PREMIUMS DETAIL

| | DESCRIPTION |
|---|---|
| 7/15/98 | DISPLAYS / PREMIUM ARRIVAL DATE |
| 644595 | ITEM NUMBER |
| ER3692-01 | P.O. NUMBER (DISPLAYS/PREMIUMS) |
| 0.9998 | SKU CUBE |
| 1.8600 | SKU WT (W/OUT PRODUCT) |
| 20 | NO. RETAIL OFFERS PER DISPLAY |
| 4 | NUMBER OF EXTRA DISPLAYS |

**PROMOTION DESCRIPTION:**
SEE ENCLOSED *'WHOLESALER PACKING INSTRUCTIONS'*. UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL.
*(A 'RETAILER PROMOTIONAL PACKING EXPLANATION SHEET' IS INCLUDED IN EACH DISPLAY).*
SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED *CUSTOMER LIST*.

**DISPLAY LOAD:**
2 CARTONS EACH STYLE: SALEM SLIDE BOX / SALEM LIGHT SLIDE BOX

**PARTNERS PROGRAM REQUIREMENTS:**

- DISPLAYS MUST BE SHIPPED TO RETAIL THE WEEK OF: RDATE.
- PACK / DELIVER EACH PROMOTION TO AT LEAST 90% OF ACCOUNTS ON ATTACHED CUSTOMER LIST WITHIN 3 WEEKS.
- PROMOTION AND BRAND DESCRIPTIONS MUST BE PROPERLY REPORTED ON TAPE/ DISC SUBMISSIONS.
- RETURN THE ATTACHED CUSTOMER LIST WITH ANY RETAIL REFUSALS WITHIN 4 WEEKS AFTER RETAIL DELIVERY DATE.

SALSLIDE.DOC

51861 1974

Source: https://www.industrydocuments.ucsf.edu/docs/zgcn0000

# July SALEM B1G1F

## 4 Carton Display (2 Gratis, 2 Saleable) shipped with a 20 Pack Display

**NY STATE: JULY PROMOTION #800998**

***RETAIL DISTRIBUTION DATE: JULY 28, 1998***

| McLANE# | Salem Disp | ACCOUNT NAME | City | CHAIN-ID | Chain Name | S/REP | RJR# |
|---|---|---|---|---|---|---|---|
| | 1 | 7-11 #22644(C) | RIVERHEAD | 10402 | 7-ELEVEN STORES | 122305 | 909341 |
| | 1 | 7-11 #27187(C) | HAMPTON BAYS | 10402 | 7-ELEVEN STORES | 122305 | 306423 |
| | 1 | 7-11 #15837(C) | EAST QUOGUE | 10402 | 7-ELEVEN STORES | 122305 | 286375 |
| 322560 | 1 | 7-11 #32256 | ISLIP | 10402 | 7-ELEVEN STORES | 122305 | 766314 |
| 297911 | 1 | 7-11 #29791(C) | SAYVILLE | 10402 | 7-ELEVEN STORES | 122305 | 448182 |
| 6987 | 1 | 7-11 #11237(C) | PATCHOGUE | 10402 | 7-ELEVEN STORES | 122305 | 286122 |
| 4904 | 1 | 7-11 #11236(C) | CENTRAL ISLIP | 10402 | 7-ELEVEN STORES | 122305 | 285495 |
| 2650 | 2 | 7-11 #16050(C) | HAUPPAUGE | 10402 | 7-ELEVEN STORES | 122305 | 285274 |
| 2494 | 1 | 7-11 #16869(C) | RIDGE | 10402 | 7-ELEVEN STORES | 122305 | 783285 |
| 2168 | 2 | 7-11 #23377(C) | RONKONKOMA | 10402 | 7-ELEVEN STORES | 122305 | 909511 |
| 606 | 1 | 7-11 #29746(C) | SELDEN | 10402 | 7-ELEVEN STORES | 122305 | 285804 |
| | 1 | 7-11 #21162(C) | EAST ISLIP | 10402 | 7-ELEVEN STORES | 122305 | 783368 |
| 902254 | 2 | HESS | HAMPTON BAYS | 3530201 | HESS LI CO-OPS | 122303 | 590896 |
| 902080 | 2 | HESS STATION #32498 | OCEANSIDE | 3530201 | HESS LI CO-OPS | 122904 | 623349 |
| 902072 | 2 | HESS STATION #32495 | FRANKLIN SQUARE | 3530201 | HESS LI CO-OPS | 122904 | 603244 |
| 902064 | 2 | HESS #32493 | FLORAL PARK | 3530201 | HESS LI CO-OPS | 122904 | 603242 |
| 902049 | 2 | HESS STATION #32491 | WESTBURY | 3530201 | HESS LI CO-OPS | 122308 | 444941 |
| 902031 | 2 | HESS STATION #32490 | LEVITTOWN | 3530201 | HESS LI CO-OPS | 122904 | 623362 |
| 902023 | 2 | HESS STATION #32489 | HICKSVILLE | 3530201 | HESS LI CO-OPS | 122308 | 049822 |
| 902015 | 2 | HESS STATION #32488 | PLAINVIEW | 3530201 | HESS LI CO-OPS | 122308 | 470752 |
| 902007 | 2 | HESS STATION #32486 | DEER PARK | 3530201 | HESS LI CO-OPS | 122302 | 114110 |
| 901991 | 2 | HESS STATION #32485 | NORTHPORT | 3530201 | HESS LI CO-OPS | 122307 | 623360 |
| 901983 | 2 | HESS STATION #32484 | HAUPPAUGE | 3530201 | HESS LI CO-OPS | 122304 | 623358 |
| 901975 | 2 | HESS STATION #32483 | CENTEREACH | 3530201 | HESS LI CO-OPS | 122306 | 623367 |
| 901967 | 2 | HESS STATION #32482 | CORAM | 3530201 | HESS LI CO-OPS | 122306 | 114032 |
| 901959 | 2 | HESS STATION #32481 | MATTITUCK | 3530201 | HESS LI CO-OPS | 122303 | 623355 |
| 901942 | 2 | HESS STATION #32480 | EAST HAMPTON | 3530201 | HESS LI CO-OPS | 122303 | 033917 |
| 901934 | 2 | HESS STATION #32479 | WATER MILL | 3530201 | HESS LI CO-OPS | 122303 | 623354 |



Source: https://www.industrydocuments.ucsf.edu/docs/zgcn0000

# July SALEM B1G1F

51861 1976

## 4 Carton Display (2 Gratis, 2 Saleable) shipped with a 20 Pack Display

**NY STATE: JULY PROMOTION #800998**

***RETAIL DISTRIBUTION DATE: JULY 28, 1998***

| McLANE# | Salem Disp | ACCOUNT NAME | City | CHAIN-ID | Chain Name | S/REP | RJR# |
|---|---|---|---|---|---|---|---|
| 901926 | 2 | HESS STATION #32478 | SOUTHAMPTON | 3530201 | HESS LI CO-OPS | 122303 | 033916 |
| 901918 | 2 | HESS STATION #32475 | MASSAPEQUA | 3530201 | HESS LI CO-OPS | 122302 | 042262 |
| 901900 | 2 | HESS STATION #32474 | HICKSVILLE | 3530201 | HESS LI CO-OPS | 122308 | 114062 |
| 901348 | 2 | HESS #32366 | HAUPPAUGE | 3530201 | HESS LI CO-OPS | 122304 | 757091 |
| 901224 | 2 | HESS STATION #32341 | JERICHO | 3530201 | HESS LI CO-OPS | 122308 | 114024 |
| 901140 | 2 | HESS STATION #32343 | DEER PARK | 3530201 | HESS LI CO-OPS | 122302 | 033937 |
| 901082 | 2 | HESS STATION #32337 | GREAT NECK | 3530201 | HESS LI CO-OPS | 122904 | 033429 |
| 901074 | 2 | HESS STATION #32336 | FARMINGDALE | 3530201 | HESS LI CO-OPS | 122302 | 779781 |
| 901033 | 2 | HESS STATION #32331 | CORAM | 3530201 | HESS LI CO-OPS | 122306 | 114030 |
| 901025 | 2 | HESS STATION #32330 | STONY BROOK | 3530201 | HESS LI CO-OPS | 122306 | 633364 |
| 901017 | 2 | HESS STATION #32329 | OYSTER BAY | 3530201 | HESS LI CO-OPS | 122307 | 114071 |
| 901009 | 2 | HESS STATION #32328 | COMMACK | 3530201 | HESS LI CO-OPS | 122307 | 033950 |
| 900993 | 2 | HESS STATION #32326 | LAKE RONKONKOMA | 3530201 | HESS LI CO-OPS | 122304 | 633459 |
| 900977 | 2 | HESS STATION #32320 | ISLIP | 3530201 | HESS LI CO-OPS | 122301 | 633403 |
| 900936 | 2 | HESS STATION #32311 | OCEANSIDE | 3530201 | HESS LI CO-OPS | 122904 | 114111 |
| 900911 | 2 | HESS STATION #32315 | PORT JEFFERSON | 3530201 | HESS LI CO-OPS | 122306 | 114027 |
| 900902 | 2 | HESS STATION #32305 | EAST MEADOW | 3530201 | HESS LI CO-OPS | 122904 | 035913 |
| 900894 | 2 | HESS STATION #32304 | GLEN COVE | 3530201 | HESS LI CO-OPS | 122307 | 649486 |
| 900878 | 2 | HESS STATION #32299 | BRENTWOOD | 3530201 | HESS LI CO-OPS | 122301 | 633441 |
| 900860 | 2 | HESS STATION #32298 | ELMONT | 3530201 | HESS LI CO-OPS | 122904 | 139668 |
| 900852 | 2 | HESS STATION #32297 | MASSAPEQUA PARK | 3530201 | HESS LI CO-OPS | 122308 | 113942 |
| 900795 | 2 | HESS STATION #32273 | BRONX | 3530201 | HESS LI CO-OPS | 122201 | 683376 |
| 900779 | 2 | HESS STATION #32267 | HICKSVILLE | 3530201 | HESS LI CO-OPS | 122308 | 040135 |
| 900753 | 2 | HESS STATION #32264 | LINDENHURST | 3530201 | HESS LI CO-OPS | 122302 | 113157 |
| 900746 | 2 | HESS STATION #32262 | FARMINGDALE | 3530201 | HESS LI CO-OPS | 122302 | 633424 |
| 900696 | 2 | HESS STATION #32215 | NEW YORK | 3530201 | HESS LI CO-OPS | 122403 | 202049 |
| 901702 | 2 | HESS MART #32449 | WADING RIVER | 3530301 | HESS LI MARTS | 122303 | 599358 |
| 901330 | 2 | HESS MART #32365 | MEDFORD | 3530301 | HESS LI MARTS | 122306 | 761943 |



Source: https://www.industrydocuments.ucsf.edu/docs/zgcn0000

# July SALEM B1G1F

51861 1977

## 4 Carton Display (2 Gratis, 2 Saleable) shipped with a 20 Pack Display

**NY STATE: JULY PROMOTION #800998**

***RETAIL DISTRIBUTION DATE: JULY 28, 1998***

| McLANE# | Salem Disp | ACCOUNT NAME | City | CHAIN-ID | Chain Name | S/REP | RJR# |
|---|---|---|---|---|---|---|---|
| 901314 | 2 | HESS MART #32362 | RIVERHEAD | 3530301 | HESS LI MARTS | 122303 | 088299 |
| 900993 | 2 | HESS MART #32499 | FARMINGVILLE | 3530301 | HESS LI MARTS | 122306 | 088802 |
| 900985 | 2 | HESS MART #32325 | MILLER PLACE | 3530301 | HESS LI MARTS | 122306 | 114035 |



Source: https://www.industrydocuments.ucsf.edu/docs/zgcn0000

# July SALEM B1G1F

51861 1978

## 4 Carton Display (2 Gratis, 2 Saleable) shipped with a 20 Pack Display

**NY STATE: JULY PROMOTION #800998**

***RETAIL DISTRIBUTION DATE: JULY 28, 1998***

| McLANE# | Salem Disp | ACCOUNT NAME | City | CHAIN-ID | Chain Name | S/REP | RJR# |
|---|---|---|---|---|---|---|---|
| | 1 | MOBIL OIL #17N20 | HUNTINGTON | 9750117 | MOBIL OIL CORP. | 122307 | 733156 |
| | 1 | MOBIL OIL #17503 | NEW YORK | 9750117 | MOBIL OIL CORP. | 122405 | 691516 |
| 461095 | 1 | MOBIL OIL #17A0B | HUNTINGTON STATION | 9750117 | MOBIL OIL CORP. | 122307 | 805051 |
| 460238 | 1 | MOBIL OIL #17KMA | INWOOD | 9750117 | MOBIL OIL CORP. | 122906 | 685219 |
| 460071 | 1 | MOBIL OIL #17KC6 | SYOSSET | 9750117 | MOBIL OIL CORP. | 122308 | 481050 |
| 460048 | 1 | MOBIL OIL #17AV0 | SOUTHAMPTON | 9750117 | MOBIL OIL CORP. | 122303 | 030370 |
| 460030 | 1 | MOBIL OIL #17A8T | PLAINVIEW | 9750117 | MOBIL OIL CORP. | 122308 | 508174 |
| 460022 | 1 | MOBIL OIL #17750 | MANORVILLE | 9750117 | MOBIL OIL CORP. | 122303 | 909403 |
| | **116** | **TOTAL DISPLAYS** | | | | TOTAL: | |



Source: https://www.industrydocuments.ucsf.edu/docs/zgcn0000

# RJ REYNOLDS

TOBACCO COMPANY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR
8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

JUNE, 98

## SALEM SLIDE BOX B1G1F / #800998

| | |
|---|---|
| TO: | RJR ACCOUNT #: #761406 |
| | MR. H. BLUTH<br>KLEIN CANDY |
| FAX #: | (717) 823-9670 |

| | |
|---|---|
| CC: | J. MCLEAN |
| CC: | L. REDHEAD |
| | |

PARTNERS PROMOTION REPORTING: SAL_JUL_B1G1F_NY (MINIMUM 16 CHARACTERS)

IF YOU REQUIRE TECHNICAL ASSISTANCE RELATIVE TO THE FORMAT REQUIRED USING THESE PROMOTION / BRAND DESCRIPTIONS ON YOUR WEEKLY TAPE / DISC SUBMISSIONS, CONTACT THE PARTNERS HELP DESK @ 1-800-230-9732.

| UPC CODE 12300- | CASE SIZE | STATE USE | BRAND STYLE | NUMBER OF CASES | #/CARTONS TO PACK @ DISPLAY | #/SKUS DISPLAYS / PREMIUMS |
|---|---|---|---|---|---|---|
| 17526 | 6M | NY | SALEM SLIDE BOX | 8 | 2 | 120 |
| 17626 | 6M | NY | SALEM LT SLIDE BX | 8 | 2 | |

### PRODUCT DETAIL

| | DESCRIPTION |
|---|---|
| 7/15/98 | PRODUCT ARRIVAL DATE |
| 7/27/98 | RETAIL DISTRIBUTION DATE (WEEK OF) |
| PO # | P.O. NUMBER (PRODUCT) |
| $2,457.80 | EFT $ AMOUNT |
| 2 (TWO) | RETAIL BILLING PER DISPLAY |
| 100 | NO. OF DISPLAYS ON CUSTOMER LIST |
| $78.40 | PACKING PAYMENT ($4.90 X 16 (6M) PROMOTED CASES) |

### DISPLAYS / PREMIUMS DETAIL

| | DESCRIPTION |
|---|---|
| 7/15/98 | DISPLAYS / PREMIUM ARRIVAL DATE |
| 544595 | ITEM NUMBER |
| N/A | P.O. NUMBER (DISPLAYS/PREMIUMS) |
| 0.9998 | SKU CUBE |
| 1.8600 | SKU WT (W/OUT PRODUCT) |
| 20 | NO. RETAIL OFFERS PER DISPLAY |
| 20 | NUMBER OF EXTRA DISPLAYS |

**PROMOTION DESCRIPTION:**

SEE ENCLOSED *'WHOLESALER PACKING INSTRUCTIONS'*. UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL.
*(A 'RETAILER PROMOTIONAL PACKING EXPLANATION SHEET' IS INCLUDED IN EACH DISPLAY).*
SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED *CUSTOMER LIST*.

**DISPLAY LOAD:**

2 CARTONS EACH STYLE: SALEM SLIDE BOX / SALEM LIGHT SLIDE BOX

**PARTNERS PROGRAM REQUIREMENTS:**

- DISPLAYS MUST BE SHIPPED TO RETAIL THE WEEK OF: RDATE. 7/27/98
- PACK / DELIVER EACH PROMOTION TO AT LEAST 90% OF ACCOUNTS ON ATTACHED CUSTOMER LIST WITHIN 3 WEEKS.
- PROMOTION AND BRAND DESCRIPTIONS MUST BE PROPERLY REPORTED ON TAPE/ DISC SUBMISSIONS.
- RETURN THE ATTACHED CUSTOMER LIST WITH ANY RETAIL REFUSALS WITHIN 4 WEEKS AFTER RETAIL DELIVERY DATE.

SALSLIDE.DOC

51861 1979

Source: https://www.industrydocuments.ucsf.edu/docs/zgcn0000

# July SALEM B1G1F

51861 1980

## 4 Carton Display (2 Gratis, 2 Saleable) shipped with a 20 Pack Display

## NY STATE: JULY PROMOTION #800998

## KLEIN (RJR #761406)

***RETAIL DISTRIBUTION DATE: JULY 27, 1998***

| S/REP | Salem Disp | RJR# | ACCOUNT NAME | ADDRESS | CITY | CHAIN-ID | Chain Name | KLEIN# |
|---|---|---|---|---|---|---|---|---|
| 122601 | 2 | 818038 | BILLYS FOOD STORE | 65 PAGE AVE | STATEN ISLAND | | | |
| 122901 | 1 | 820459 | SMOKER'S PARADISE 80 | 16 WESTMINSTER RD | WEST HEMPSTEAD | 34410000 | SMOKERS PARADISE | |
| | 94 | 714335 | JAY DISTRIBUTORS | 451-453 ST. PAULS AVE | JERSEY CITY | | | |
| | 3 | 543805 | VIKISHA | 451-453 ST. PAULS AVE | JERSEY CITY | | | |
| | 10 | 725716 | BENGAL | 1024 CONEY ISLAND AVE | BROOKLYN | | | |
| TOTAL: | 100 | | | | | | | |



Source: https://www.industrydocuments.ucsf.edu/docs/zgcn0000

# MESSAGE CONFIRMATION

DATE:07/08/98 TIME:13:08

ID:BFLO RJR

| DATE | TIME | TX-TIME | DISTANT STATION ID | MODE | PAGES | RESULT |
|---|---|---|---|---|---|---|
| 07/08 | 13:07 | 00'54" | 607 786 5074 | G3-S | 002 | OK |

51861 1981

Source: https://www.industrydocuments.ucsf.edu/docs/zgcn0000

# RJ REYNOLDS
TOBACCO COMPANY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR
8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

JUNE, 98

## SALEM SLIDE BOX B1G1F / #800998

| TO: | RJR ACCOUNT #: #«SIS» |
|---|---|
| | «NAME»<br>«ACCOUNT» |
| FAX #: | «FAX» |

| CC: | «RJR_CC» |
|---|---|
| CC: | CC«DA_CC» |
| | |

PARTNERS PROMOTION REPORTING: SAL_JUL_B1G1F_NY (MINIMUM 16 CHARACTERS)

IF YOU REQUIRE TECHNICAL ASSISTANCE RELATIVE TO THE FORMAT REQUIRED USING THESE PROMOTION / BRAND DESCRIPTIONS ON YOUR WEEKLY TAPE / DISC SUBMISSIONS, CONTACT THE PARTNERS HELP DESK @ 1-800-230-9732.

| UPC CODE 12300- | CASE SIZE | STATE USE | BRAND STYLE | NUMBER OF CASES | #/CARTONS TO PACK @ DISPLAY | #/SKUS DISPLAYS / PREMIUMS |
|---|---|---|---|---|---|---|
| 17526 | 6M | NY | SALEM SLIDE BOX | «STYLE1» | 2 | «SKUS» |
| 17626 | 6M | NY | SALEM LT SLIDE BX | «STYLE2» | 2 | |

### PRODUCT DETAIL

| | DESCRIPTION |
|---|---|
| «PDATE» | PRODUCT ARRIVAL DATE |
| «RDATE» | RETAIL DISTRIBUTION DATE (WEEK OF) |
| «PPO» | P.O. NUMBER (PRODUCT) |
| «EFT» | EFT $ AMOUNT |
| 2 (TWO) | RETAIL BILLING PER DISPLAY |
| «STORES» | NO. OF DISPLAYS ON CUSTOMER LIST |
| «PYMT» | PACKING PAYMENT<br>($4.90 X «CS» (6M) PROMOTED CASES) |

### DISPLAYS / PREMIUMS DETAIL

| | DESCRIPTION |
|---|---|
| «PDATE» | DISPLAYS / PREMIUM ARRIVAL DATE |
| 544595 | ITEM NUMBER |
| «DPO» | P.O. NUMBER (DISPLAYS/PREMIUMS) |
| 0.9998 | SKU CUBE |
| 1.8600 | SKU WT (W/OUT PRODUCT) |
| 20 | NO. RETAIL OFFERS PER DISPLAY |
| «XTR» | NUMBER OF EXTRA DISPLAYS |

**PROMOTION DESCRIPTION:**
SEE ENCLOSED *'WHOLESALER PACKING INSTRUCTIONS'*. UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL.
*(A 'RETAILER PROMOTIONAL PACKING EXPLANATION SHEET' IS INCLUDED IN EACH DISPLAY).*
SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED *CUSTOMER LIST*.

**DISPLAY LOAD:**
2 CARTONS EACH STYLE: SALEM SLIDE BOX / SALEM LIGHT SLIDE BOX

**PARTNERS PROGRAM REQUIREMENTS:**

- DISPLAYS MUST BE SHIPPED TO RETAIL THE WEEK OF: RDATE.
- PACK / DELIVER EACH PROMOTION TO AT LEAST 90% OF ACCOUNTS ON ATTACHED CUSTOMER LIST WITHIN 3 WEEKS.
- PROMOTION AND BRAND DESCRIPTIONS MUST BE PROPERLY REPORTED ON TAPE/ DISC SUBMISSIONS.
- RETURN THE ATTACHED CUSTOMER LIST WITH ANY RETAIL REFUSALS WITHIN 4 WEEKS AFTER RETAIL DELIVERY DATE.

SALSLIDE.DOC

51861 1982

Source: https://www.industrydocuments.ucsf.edu/docs/zgcn0000

```
210 SMS210N2 1              SALES MATERIALS SYSTEM                  06/23/98 16:18
Item: 544595 Regular Stock    ITEM MAINTENANCE                          FN: ___
Description of Item:                Action(C,D,R,' '): _     Next Item: _____
S SAL JULY B1G1F 20 PK/DISP/SHIPPER KIT       Status: A     Item Type: S
L (NEW YORK TEST MARKET)                  Multi Whse: N   Active Item: Y
  INCLUDES SM VERT FOLDED PASTER          Prime Whse: W150  Refurb #:      0
                                          Track Flag: Y   Cycle Count: 00
     Std Note Code NV                                       Corres #:      0
 Asset Code: TD                                       Sku Reserved:
   Exp Code: TD                                     Sku Available:        9000
 Brand Code: 3400 SALEM                           Sku in Process:            0
Asset Prom#:          0 Reqst Limit: 0           Sku Backordered:
Exp Prom No: 800998020301 Budget Code: 3400            Number BO:
 Repackable: N                Sku Pkg: BOX          Sku on Hand:        9000
   Ups Flag: Y                 Po Pkg: 1.000      Future Not Rsvd:
United Inch:   58.25             UPC:             Sku Alloc Avail:        9000
 Sku Weight:    1.8600    Sku/Mast Pk: 1.000
   Sku Cube:    0.9998      Master Pk: N (Y/N)    Avg Sku Cost:          3.1800
Invntry Mgr: WGMAB    LINDA HAYNES                 Avg Po cost:          3.1800
  Allocated: Y   Sku/Mast Pk Per Pallet:    0        $ Onhand:      28620.0000
Program Mgt:     Category: 035 340 612 TEMPORARY            LE:          0.0000
Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
      HELP  Cmnt  Retrn             Pl/Cs             Inv                Main
```

51861 1983

Source: https://www.industrydocuments.ucsf.edu/docs/zgcn0000